

Jobbers' Department

Shelby is manager. This firm thoroughly covers the states of Arizona, southern Colorado, Western Texas and Mexico; a new firm dealing in shoes has opened for business, the name being Zelman-Katosky Co.

The leading distributor of hats and caps is the firm of Louis Chernis. Mr. Chernis has built up a most interesting business from an agency to a position where he carries a large stock, and his products reach out into Arizona, New Mexico, a large portion of Texas, Southern California, and a considerable portion of Old Mexico.

Both of these firms were organized in the Spring of 1917, and the success of their business is borne out by the fact that both firms have 4 or 5 traveling salesmen constantly on the road.

TOBACCO

Tobacco, that generous weed of solace to a large percentage of mankind, is ably represented not only in the manufacturing plants but in large jobbing plants in El Paso as well, and as excellent a smoke can be obtained in the Southwest as may be had any where else in the world. The firms handling tobacco on a wholesale basis (this is inclusive of cigarettes, cigars and plug tobacco, etc.) are:

C. F. Ederle
Kohlberg Brothers
Henry Lohmier
Carter Tobacco Company
M. A. Gunst (General Cigar Store)
Louis Lewkovitz
A. L. Michelson

COFFEE, TEA AND SPICES

The beverage of coffee and the refreshing drink of tea are just as much enjoyed in the great Southwest as elsewhere, and a large business is done out of El Paso by, not only Northern and Eastern firms, who have branch representation here, but also in local roasting plants who are jobbing coffee, teas and spices as well. Those who stand out as El Paso firms in this field are:

Fant Coffee Company
C. H. Finley Company
Pan American Coffee Company
Republic Coffee Company
Tropical Coffee Company

MEXICAN PRODUCTS

El Paso is so related to Mexico and the Southwest that she has come to be recognized as the logical distributing point for Mexico, and this in both retail and wholesale goods. Among the leading jobbers and agencies in this field are:

Henry S. Beach
Border Exchange
A. A. De La Torre & Son
Escudero & Martinez
C. H. Finley & Company
C. M. Ortiz
Santa Fe Exchange and Commission Company
Schuster Brothers
Jos. B. Smith
Taylor Brothers

There are many articles and commodities represented in El Paso thru agencies, and to enumerate these, would call for pages. It is interesting to note, however, that Cash Registers may be had from local agencies of the National Register, the Empire Bottling Works, and that all machines and devices intended to simplify office routine may be had here from all the manufacturing plants, turning out standard articles of this character, and that by buying from these agencies or firms, materials can be brought together out of El Paso to establish almost any character of manufacturing plant, from a cannery to the making of fabrics and rugs.

There are also in El Paso small firms who manufacture specialties and food products, who are also engaged in the jobbing of these products, and in such instances, these will be

treated through articles on manufacturing plants.

LEATHER GOODS

The advance in the prices of shoes and boots over the country has led to the establishment of small repair shops who are doing a land office business in renovating boots and shoes of people who are compelled to economize. This has led to the development of big business along the line of leather findings and shoe findings, and among the firms who handle these special products in El Paso are the Western Woodenware Company and the West Texas Saddlery Company. The West Texas Saddlery Company stands out as exclusive jobbers for leather goods in the city, while retailing along these lines is being done by the firms of Shelton Payne Arms Company, and E. T. Amonett, all three of which come under the classification of manufacturers. The firms of Meyers and the Roe-Beers Hardware Company are the largest distributors of harness and saddles and leather goods.

The jobbing department of the Chamber of Commerce is operated jointly by the General Manager, K. M. Roberts, and his Assistant, John Regan. This department is so related that with the trade extension program of the manufacturers, both departments are operated under one management, altho directed by two committees of control.

Automotive Trades and Building Materials

No effort will be made in this article to set forth the record of the wholesale business done in the automotive trades and accessories and in the building trades, inasmuch as these two fields will be covered in the articles contributed and prepared by the Automotive Department and the Industrial Relations department respectively.

Specialty Businesses

There is little of anything in the catalogue of human needs which may not be found in El Paso, through firms carrying stocks or reputable merchandise brokers and manufacturer agents.

Baker Supplies may be had of the Empire Bottling Works and the Western Woodenware Company.

Barber Supplies from Buerger Brothers Supply Company; James Q. Byrne; and the Southern Laboratories.

Butcher Supplies from the El Paso Butcher & Dairy Supply Company.

Club Room Supplies from Empire Bottling Works.

Confectioner's Supplies—Empire Bottling Works; Western Woodenware Company and Farrow-Crouch-Logan Company.

Dairy Supplies—The China Palace and the El Paso Butchers' and Dairy Supply Company.

Electrical Supplies and Electrical Machinery—Krakauer-Zork Company; Mine and Smelter Supply Company; Southwest General Electric Company; Slaughter Electric and Machinery Company; H. L. Stevens; Westinghouse Electric and Machinery Company.

Engineers' Supplies—Baumgarten & Wyler; Darbyshire-Harvie Company; El Paso Foundry and Machinery Company; Ingersoll-Rand Company of Texas; International Book and Stationery Company; William Jennings Company; Krakauer-Zork Company; Mine and Smelter Supply Company; Momsen-Dunnegan-Ryan Company; Southwestern Wrecking Company; Sullivan Machinery Company; Don A. Carpenter.

Ice Plant Supplies—H. L. Stevens.

Jewelers' Supplies—John H. Clary Company.

Kodak and Supplies—Fred J. Feldman Company; Camera Shop; J. F. Gandara Photo Supply Company; W. G. Walz Company.

Mine Supplies—Krakauer-Zork Company; Momsen-Dunnegan-Ryan Company and Western Woodenware Company.

Office Supplies—Bond's, Inc.; International Book Company; Field Parker Company; J. R.

Diaz & Company; Typewriter & Office Supply Company.

Office equipment such as furniture and furnishings may be had from the following firms who are specializing:

International Book Company
Field Parker
Sterchi Furniture Company
American Furniture Company
Foutz-Moore Furniture Company
Hoyt Furniture Company
Rogers Furniture Company
Optical Supplies—Southwest Optical Company.

Plumber Supplies—Momsen-Dunnegan-Ryan Company; M. J. O'Fallon Supply Company and H. R. Stoll Company.

Printers' Supplies—Graham Paper Company and Western Woodenware Company.

School Equipment—Field Parker Company; Western Woodenware Company and J. R. Diaz Company.

Well Supplies—Krakauer-Zork Company and Momsen-Dunnegan-Ryan Company.

The above list illustrates the wide field of supplies that may be obtained in El Paso—but it cannot be said to in any way cover the field and is offered, in the limited space given, as a demonstration of the scope of activities that may be found here.

Dealing in specialties El Paso has not less than 25 large manufacturing agencies, well established and operating for years, as well as some 20 major firms who are merchandise brokers for manufactured products coming into and distributed out of El Paso.

Jewelry Supplies—Myer & Talbot Company, a branch house of the parent firm in Los Angeles has recently opened an office in the Mills Building in El Paso and will carry a complete line of Jewelry and Jewelers' supplies.

Wholesale Brokers

The leading merchandise brokers of El Paso are:

W. J. Blackwell & Co.
C. C. Brady & Co.
Brownfield & Campton
W. H. Constable Co.
Wm. Jessen
Johnson Hale
Alex Licata
J. W. Lorentzen & Co.
J. H. McMahon Co.
Max H. Miller & Co.
R. F. Miller
Runkle & Peacock
Schuster Bros.
Allen C. Staples
Swansen Brokerage Co.
Taylor & Smith
White-Grant Co.
Van C. Wilson Co.
Winder & Dean

In the advancement of Trade Extension for the Jobber, the El Paso Chamber of Commerce has worked out its Buyers' Trade Index in Spanish and English. In the same interest "Greater El Paso," the official publication of the Chamber of Commerce, is to a large extent issued.

During the summer of 1919 an effort was made to bring the Trade Groups in the jobbing field together—but without good results. Several general meetings were held; a representative of each trade group was called upon for a report on business and trade conditions; and the facts gained and offered proved helpful to the jobbers present and as a matter of record for the Chamber of Commerce.

In March 1919 at the call of Mr. Krupp a meeting was held for the purpose of making plans for a Trade Trip. Several weeks were spent in gathering all the necessary data for the assurance of success to the excursion. The itinerary proposed was through Southern Arizona and New Mexico into the Mexican states of Sonora and Sinaloa. Sentiment became